

13014901

#### UNITED STATES

SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

#### SEC

Mail Process NonuaL AUDITIED REPORT Section FORM X-17A-5

FEB 2 a 2013

PARTIII

OMB Number:

OMB Number: 3235-0123 Expires: April 30, 2013

Expires: April 30, 20 Estimated average burden

hours per response ...... 12.00

SEC FILE NUMBER 8-36703

Washington DC

401 FACING PAGE

Information Required of Brokers and Dealers Pursuant to Section 17 of the Securities Exchange Act of 1934 and Rule 17a-5 Thereunder

REPORT FOR THE PERIOD	BEGINNING	1/1/12 MM/DD/YY	AND ENDING	12/31/12 MM/DD/YY
	A. REGISTRA	NT IDENTIFICA	ΓΙΟΝ	
NAME OF BROKER-DEALER	<b>:</b>	÷	OF	FICIAL USE ONLY
	Foresters I	Equity Services, Inc.		FIRM I.D. NO.
ADDRESS OF PRINCIPAL PL	ACE OF BUSINESS	S: (Do not use P.O. B	Sox No.)	
		usk Blvd. #A-202 o. and Street)		
	_	o, California 92121		
(City)	San Diego	(State)	(Zip Cod	e)
NAME AND TELEPHONE NU	MBER OF PERSO	N TO CONTACT IN	REGARD TO THIS R	EPORT
Frank Smith			(858) 550-	4844
Traine omitin			(Area Code - Tele	phone No.)
	B. ACCOUNTA	ANT IDENTIFICA	TION	
INDEPENDENT PUBLIC ACC	COUNTANT whose	opinion is contained	in this Report*	
•		& FARRINGTON		
	(Name - if individu	al, state last, first, middle	name)	
11770	Bernardo Plaza Cor	urt, Suite 210, San Di	iego, CA 92128	
(Address)	(City)		(State)	(Zip Code)
CHECK ONE:  ☑ Certified Public Ac	countant			
□ Public Accountant □ Accountant not res	dent in United State	s or any of its possess	sions.	
	FOR OFF	FICIAL USE ONLY		
				•
:				

Jell a line

<sup>\*</sup> Claims for exemption from the requirement that the annual report be covered by the opinion of an independent public accountant must be supported by a statement of facts and circumstances relied on as the basis for the exemption. See section 240.17a-5(e)(2).

#### **OATH OR AFFIRMATION**

sole	ly as t	roprietor, principal officer or director has any proprietary interest in any account classified nat of a customer, except as follows:
		None
•		
•		
,		Fresident  President
		PRESIDENT Title
		Notary Public
Thi	s reno	t ** contains (check all applicable boxes):
$\square$		Facing page.
Ø	(b)	Statement of Financial Condition.
V	(c)	Statement of Income (Loss).
Ø	(d)	Statement of Cash Flows.
	(e)	Statement of Changes in Stockholders' Equity or Partners' or Sole Proprietor's Capital.
	(f)	Statement of Changes in Liabilities Subordinated to Claims of Creditors.
$   \sqrt{} $	(g)	Computation of Net Capital.
	(h)	Computation of Determination of Reserve Requirements Pursuant to Rule 15c3-3.
	(i)	Information Relating to the Possession or Control Requirements Under Rule 15c3-3.
	(j)	A Reconciliation, including appropriate explanation, of the Computation of Net Capital Under
		Rule 15c3-1 and the Computation for Determination of the Reserve Requirements Under
		Exhibit A of Rule 15c3-3.
	(k)	A Reconciliation between the audited and unaudited Statements of Financial Condition with
		respect to methods of consolidation.
	(1)	An Oath or Affirmation.
V	(m)	A copy of the SIPC Supplemental Report.
$   \overline{\mathbf{Q}} $	(n)	A report describing any material inadequacies found to exist or found to have existed since the
		date of the previous audit.
**	For co	onditions of confidential treatment of certain portions of this filing, see section 240.17a-5(e)(3).

#### CALIFORNIA ALL-PURPOSE ACKNOWLEDGMENT

State of California	
County of San Diego	
Telegrand 1 2013	- Land Forces
On TEDI WAIT G, 2015 before	re me,
personally appeared <u>Frank L.</u>	Name(s) of Signer(s)
	to me on the basis of satisfactory evidence to be the person <del>(s)</del> whose name( <del>s)</del> is/ <del>are sub</del> scribed to the within instrument
· · · · · · · · · · · · · · · · · · ·	and acknowledged to me that he/she/they executed the
	same in his/her/their authorized capacity(ies), and that by his/her/their signature(s) on the instrument the person(s),
KERRI L. FRAGOSO Commission # 1925714	or the entity upon behalf of which the person( <del>s)</del> acted, executed the instrument.
Notary Public - California San Diego County	
My Comm. Expires Mar 14, 2015	WITNESS my hand and official seal.
	Leu Fragel
	Signature of Motary Public
Though the information below is not required by law	- OPTIONAL
	reattachment of this form to another document.
<b>Description of Attached Documer</b>	nt
•	۸ 🗠 🔒 ۱
Title or Type of Document:	e Affirmation
Title or Type of Document:	Number of Pages:
Title or Type of Document:	e Affirmation
Title or Type of Document:	Number of Pages:
Title or Type of Document: OHLO	Number of Pages:
Title or Type of Document: OHLO O  Document Date:  Signer(s) Other Than Named Above:  Capacity(ies) Claimed by Signer(s)	Number of Pages:
Title or Type of Document:	Number of Pages:    Signer's Name:
Title or Type of Document:	Number of Pages:    Signer's Name:   Individual   Corporate Officer   Title(s):   Partner — Limited   General
Title or Type of Document:	Number of Pages:    Signer's Name:   Individual   Corporate Officer   Title(s):   Partner — Limited   General   Attorney-in-Fact   Trustee
Title or Type of Document:	Number of Pages:    Number of Pages:
Title or Type of Document:	Number of Pages:    Number of Pages:
Title or Type of Document:	Number of Pages:    Number of Pages:
Title or Type of Document:	Number of Pages:    Number of Pages:
Title or Type of Document:	Number of Pages:    Number of Pages:
Title or Type of Document:	Number of Pages:    Number of Pages:

#### SEC Mall Processing Section

FEB 2 0 2013 Washington DC

### FORESTERS EQUITY SERVICES, IN 401

(A Wholly-owned Subsidiary of the Independent Order of Foresters)

Financial Statements
And
Independent Auditor's Report
December 31, 2012 and 2011

**Boros & Farrington** 

CERTIFIED PUBLIC ACCOUNTANTS

## Washington DC FORESTERS EQUITY SERVICES, IN 401

(A Wholly-owned Subsidiary of the Independent Order of Foresters)

**Financial Statements** And Independent Auditor's Report December 31, 2012 and 2011

#### **Table of Contents**

	Page
Independent Auditor's Report	1
Audited Financial Statements:	
Statements of Financial Condition	2
Statements of Income	3
Statements of Changes in Stockholder's Equity	4
Statements of Cash Flows	5
Notes to Financial Statements	6-8
Other Financial Information:	
Schedule I - Computation of Net Capital Pursuant to Rule 15c3-1	9
Schedule II - Computation for Determination of Reserve Requirements Pursuant to Rule 15c3-3	10
Schedule III - Information Relating to the Possession or Control Requirements Pursuant to Rule 15c3-3	11
Independent Auditor's Supplementary Report on Internal Control Structure Required by Rule 17a-5	12-13

CERTIFIED PUBLIC ACCOUNTANTS
A Professional Corporation

11770 Bernardo Plaza Court • Suite 210 San Diego, CA 92128-2424 (858) 487-8518 • Fax (858) 487-6794 borosfarrington@msn.com

#### INDEPENDENT AUDITOR'S REPORT

Board of Directors Foresters Equity Services, Inc.

We have audited the accompanying statements of financial condition of Foresters Equity Services, Inc. (a wholly-owned subsidiary of The Independent Order of Foresters) as of December 31, 2012 and 2011, and the related statements of income, changes in stockholder's equity, and cash flows for the years then ended. These financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audits to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Foresters Equity Services, Inc. at December 31, 2012 and 2011, and the results of its operations and its cash flows for the years then ended in conformity with accounting principles generally accepted in the United States of America.

Our audit was conducted for the purpose of forming an opinion on the basic financial statements as a whole. The information contained in Schedules I, II, and III is required by Rule 17a-5 under the Securities Exchange Act of 1934 and is presented for purposes of additional analysis and is not a required part of the financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the financial statements. The information has been subjected to the auditing procedures applied in the audit of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated in all material respects in relation to the financial statements as a whole.

Boros & Farington APC

San Diego, California January 17, 2013

(A Wholly-owned Subsidiary of the Independent Order of Foresters)

#### **Statements of Financial Condition**

#### December 31, 2012 and 2011

#### **ASSETS**

	2012	2011
Cash	\$1,447,568	\$ 636,908
Money market funds	373,964	373,926
Deposits with clearing organizations	50,128	50,124
Cash and cash equivalents	1,871,660	1,060,958
Commissions receivable	141,328	122,022
Due from Parent	-	4,574
Fixed assets, net	15,066	10,916
Other assets	46,030	60,438
	<u>\$2,074,084</u>	<u>\$1,258,908</u>
Liabilities Accounts payable and accrued expenses Due to parent Total liabilities	\$ 684,024 <u>874</u> 684,898	\$ 467,624 
Stockholder's equity		
Preferred stock, no par value; 1,000 shares authorized; none issued	· -	-
Common stock, no par value; 150 shares		
authorized; 80 shares issued and outstanding	800,000	800,000
Additional paid-in capital	5,038,575	5,038,575
Accumulated deficit	<u>(4,449,389)</u>	<u>(5,047,291)</u>
Total stockholder's equity	1,389,186	791,284
	<u>\$2,074,084</u>	<u>\$1,258,908</u>

#### **Statements of Income**

#### Years Ended December 31, 2012 and 2011

	2012	2011
Revenues		
Commissions	\$7,812,400	\$6,158,736
Interest	3,797	1,177
Other revenues	<u>80,231</u>	<u>113,265</u>
Total revenues	7,896,428	6,273,178
Expenses		
Commissions and clearing costs	5,148,437	4,006,555
Compensation and employee benefits	1,359,893	1,249,703
General and administrative	162,164	163,387
Marketing	135,962	94,251
Compliance	116,329	92,127
Licensing costs	108,606	158,184
Occupancy	66,503	72,011
Information systems	56,176	64,569
Operations	25,870	-
Depreciation and amortization	3,100	<u>2,750</u>
Total expenses	7,183,040	5,903,537
Income before income tax expense	713,388	369,641
Income tax expense	(115,486)	(16,413)
Net income	\$ 597,902	\$ 353,228

#### Statements of Changes in Stockholder's Equity

#### Years Ended December 31, 2012 and 2011

	Common Stock	Additional Paid-in Capital	Accumulated Deficit
Balance, January 1, 2011	\$800,000	\$5,038,575	\$(5,400,519)
Net income			353,228
Balance, December 31, 2011	800,000	5,038,575	(5,047,291)
Net income	<del></del> .	<u> </u>	597,902
Balance, December 31, 2012	<u>\$800,000</u>	<u>\$5,038,575</u>	<u>\$(4,449,389</u> )

#### **Statements of Cash Flows**

#### Years Ended December 31, 2012 and 2011

	2012	2011
Cash flows from operating activities		
Net income	\$ 597,902	\$ 353,228
Adjustments to reconcile net income		
to net cash from operating activities		
Depreciation and amortization	3,100	2,750
Changes in operating assets and liabilities		
Commissions receivable	(19,306)	10,646
Other assets	14,408	19,107
Accounts payable and accrued expenses	216,400	130,068
Due from/to parent	5,448	(515,275)
Net cash from operating activities	<u>817,952</u>	524
Cash flows from investing activities		
Capital expenditures	(7,250)	(10,926)
	/	
Cash flows from financing activities		-
Net increase (decrease) in cash and cash equivalents	810,702	(10,402)
•	,	` , ,
Cash and cash equivalents, beginning of year	1,060,958	1,071,360
Cash and cash equivalents, end of year	<u>\$1,871,660</u>	<u>\$1,060,958</u>

(A Wholly-owned Subsidiary of The Independent Order of Foresters)

#### **Notes to Financial Statements**

#### 1. THE COMPANY AND ITS SIGNIFICANT ACCOUNTING POLICIES

The Company. Foresters Equity Services, Inc. ("FESCO") is a wholly-owned subsidiary of The Independent Order of Foresters ("Foresters"). FESCO is a registered broker-dealer and a registered investment advisor licensed by the Securities and Exchange Commission ("SEC") and a member of the Financial Industry Regulatory Authority. FESCO provides broker-dealer services involving primarily mutual funds and variable products and insurance services on an agency basis.

Accounting Estimates. The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates that affect the reported amounts of assets and liabilities and disclosures of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results may differ from those estimates.

**Revenue Recognition.** Security transactions and the related commission revenue are recorded on a trade date basis. Other revenues are generally recognized as services are rendered.

*Fixed Assets.* Fixed assets are stated at cost less accumulated depreciation. Maintenance and repairs which do not extend asset lives are expensed as incurred. Depreciation is provided on the straight-line method over the estimated useful lives of the assets, five years.

Cash and Cash Equivalents. Cash and cash equivalents consist of cash, investment in money market funds, and deposits with clearing organizations which may be withdrawn on demand without penalty. Investments in mutual funds are valued at market value with the resulting differences between cost and market included in income.

Concentration of Credit Risk. The Company maintains cash in bank accounts which exceed federally insured limits and invests excess cash in mutual fund accounts. No credit losses have been experienced on these accounts. Management believes that any potential credit losses would be minimal and, accordingly, no reserve for such losses has been established.

*Financial Instruments*. The carrying values reflected in the statement of financial condition at December 31, 2012 and 2011 reasonably approximate the fair values for financial instruments. In making such assessment, the Company has utilized discounted cash flow analyses, estimates, and quoted market prices as appropriate. No allowance for potential credit losses was considered necessary at December 31, 2012 and 2011.

#### 2. RELATED PARTY TRANSACTIONS

Due to Foresters. The Company reimburses Foresters for compensation and other costs that Foresters pays on behalf of the Company. These costs amounted to approximately \$1,251,000 in 2012 and \$1,193,000 in 2011. As of December 31, 2012 and 2011, the balance owed from (to) Foresters was \$(874) and \$4,574, respectively.

(A Wholly-owned Subsidiary of The Independent Order of Foresters)

#### **Notes to Financial Statements**

#### 3. FIXED ASSETS

	2012	2011
Computer equipment and software	\$444,832	\$437,582
Other equipment	35,636	35,636
Leasehold improvements	14,785	14,785
Furniture and fixtures	<u>59,220</u>	<u>59,220</u>
	554,473	547,223
Less accumulated depreciation	<u>(539,407)</u>	<u>(536,307</u> )
	\$ 15,066	<u>\$ 10,916</u>

#### 4. INCOME TAXES

The Company does not file consolidated income tax returns. The Company uses the liability method of accounting for income taxes whereby deferred tax asset and liability account balances are calculated at the balance sheet date using the current tax laws and rates in effect. Because temporary differences are insignificant and the future utilization of operating loss carryforwards is uncertain, the Company has not recognized in the financial statements any deferred tax assets or liabilities.

At December 31, 2012, the Company has net operating loss carryforwards for financial statement purposes of approximately \$2,800,000 which expire in various years through 2024.

The effective income tax rate varies from the statutory federal income tax rate of 34% for the following reasons:

	2012	2011
"Expected" federal income tax benefit (expense)	\$(242,552)	\$(125,678)
State income tax	(115,486)	(16,413)
Change in valuation allowance	242,552	125,678
Income tax expense	<u>\$(115,486)</u>	<u>\$ (16,413)</u>

#### 5. LIABILITIES SUBORDINATED TO CLAIMS OF GENERAL CREDITORS

The Company had no borrowings under subordination agreements at December 31, 2012 and 2011.

#### 6. NET CAPITAL REQUIREMENTS

Under Rule 15c3-1 of the Securities Exchange Act of 1934, the Company is required to maintain a minimum net capital (as defined) and a ratio of aggregate indebtedness to net capital (as defined) not exceeding 15 to 1.

(A Wholly-owned Subsidiary of The Independent Order of Foresters)

#### **Notes to Financial Statements**

The Company's ratio at December 31, 2012 was 0.59 to 1. The basic concept of the Rule is liquidity, its object being to require a broker-dealer in securities to have at all times sufficient liquid assets to cover its current indebtedness. At December 31, 2012, the Company had net capital of \$1,170,982 which was \$1,125,322 in excess of the amount required by the SEC.

7. COMPUTATION FOR DETERMINATION OF RESERVE REQUIREMENTS AND INFORMATION RELATING TO THE POSSESSION AND CONTROL REQUIREMENTS UNDER RULE 15c3-3

The Company relies on Section K(2)(ii) of the Securities Exchange Rule 15c3-3 to exempt them from the provisions of these rules.

\*\*\*\*

(A Wholly-owned Subsidiary of the Independent Order of Foresters)

#### Schedule I Computation of Net Capital Pursuant to Rule 15c3-1

#### December 31, 2012

	Audited Financial Statements	FOCUS X-17A-5 Part IIA	Differences
Total stockholder's equity	\$1,389,186	\$1,459,186	\$(70,000)
Less non-allowable assets Cash Fixed assets Other assets	149,629 15,066 46,030	149,629 15,066 46,030	· - - -
Net capital before haircuts on security positions	1,178,461	1,248,461	(70,000)
Less haircuts on security positions	7,479	<u>7,479</u>	
Net capital	<u>\$1,170,982</u>	<u>\$1,240,982</u>	<u>\$(70,000)</u>
Total aggregate indebtedness	<u>\$ 684,898</u>	<u>\$ 614,898</u>	<u>\$ 70,000</u>
Ratio of aggregate indebtedness to net capital	<u>0.59</u>	<u>0.50</u>	
Minimum net capital required	<u>\$ 45,660</u>	<u>\$ 40,993</u>	

Note: The differences result from an audit adjustment to accrue income tax expense.

(A Wholly-owned Subsidiary of the Independent Order of Foresters)

#### Schedule II Computation for Determination of Reserve Requirements Pursuant to Rule 15c3-3

December 31, 2012

The Company is exempt from Rule 15c3-3 under the exemptive provisions of section (k)(2)(ii) and, accordingly, has no reserve requirements. Consequently, a reserve requirement was not calculated in Part II of Form X-17A-5 of this Company's FOCUS report as of December 31, 2012; and a reconciliation to that calculation is not included herein.

(A Wholly-owned Subsidiary of the Independent Order of Foresters)

## Schedule III Information Relating to the Possession or Control Requirements Pursuant to Rule 15c3-3

December 31, 2012

The Company is exempt from Rule 15c3-3 under the exemptive provisions of section (k)(2)(ii) and, accordingly, has no possession or control requirements.

### INDEPENDENT AUDITOR'S SUPPLEMENTARY REPORT ON INTERNAL CONTROL STRUCTURE

Board of Directors Foresters Equity Services, Inc.:

In planning and performing our audit of the financial statements and supplementary schedules of Foresters Equity Services, Inc. (the "Company") as of for the year ended December 31, 2012, in accordance with auditing standards generally accepted in the United States of America, we considered the Company's internal control over financial reporting (internal control) as a basis for designing our auditing procedures for the purpose of expressing our opinion on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control. Accordingly, we do not express an opinion on the effectiveness of the Company's internal control.

Also, as required by rule 17a-5(g)(1) of the Securities and Exchange Commission (SEC), we have made a study of the practices and procedures followed by the Company including consideration of control activities for safeguarding securities. This study included tests of such practices and procedures that we considered relevant to the objectives stated in rule 17a-5(g) in making the periodic computations of aggregate indebtedness and net capital under rule 17a-3(a)(11) and for determining compliance with the exemptive provisions of rule 15c3-3. Because the Company does not carry securities accounts for customers or perform custodial functions relating to customer securities, we did not review the practices and procedures followed by the Company in any of the following:

- 1. Making quarterly securities examinations, counts, verifications, and comparisons and recordation of differences required by Rule 17a-13.
- 2. Complying with the requirements for prompt payment for securities under Section 8 of Federal Reserve Regulation T of the Board of Governors of the Federal Reserve System.

The management of the Company is responsible for establishing and maintaining internal control and the practices and procedures referred to in the preceding paragraph. In fulfilling this responsibility, estimates and judgments by management are required to assess the expected benefits and related costs of controls and of the practices and procedures referred to in the preceding paragraph and to assess whether those practices and procedures can be expected to achieve the SEC's above-mentioned objectives. Two of the objectives of internal control and the practices and procedures are to provide management with reasonable but not absolute assurance that assets for which the Company has responsibility are safeguarded against loss from unauthorized use or disposition and that transactions are executed in accordance with management's authorization and recorded properly to permit the preparation of financial statements in conformity with generally accepted accounting principles. Rule 17a-5(g) lists additional objectives of the practices and procedures listed in the preceding paragraph.

Because of inherent limitations in internal control or the practices and procedures referred to above, errors or fraud may occur and not be detected. Also, projection of any evaluation of them to future periods is subject to the risk that they may become inadequate because of changes in conditions or that the effectiveness of their design and operation may deteriorate.

A control deficiency exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent or detect misstatements on a timely basis. A significant deficiency is a deficiency, or a combination of deficiencies, in internal control that is less severe than a material weakness, yet important enough to merit attention by those charged with governance.

A material weakness is a deficiency, or combination of deficiencies, in internal control, such that there is a reasonable possibility that a material misstatement of the Company's financial statements will not be prevented or detected and corrected on a timely basis.

Our consideration of internal control was for the limited purpose described in the first paragraph and would not necessarily identify all deficiencies in internal control that might be material weaknesses. We did not identify any deficiencies in internal control and control activities for safeguarding securities that we consider to be a material weaknesses, as defined previously.

We understand that the practices and procedures that accomplish the objectives referred to in the second paragraph of this report are considered by the SEC to be adequate for its purposes in accordance with the Securities Exchange Act of 1934 and related regulations, and that practices and procedures that do not accomplish such objectives in all material respects indicate a material inadequacy for such purposes. Based on this understanding and on our study, we believe that the Company's practices and procedures, as described in the second paragraph of this report, were adequate at December 31, 2012, to meet the SEC's objectives.

This report is intended solely for the information and use of the Board of Directors, management, the SEC, the Financial Industry Regulatory Authority, and other regulatory agencies that rely on rule 17a-5(g) under the Securities Exchange Act of 1934 in their regulation of registered brokers and dealers, and is not intended to be and should not be used by anyone other than these specified parties.

San Diego, California January 17, 2013

Boras & Farington APC

CERTIFIED PUBLIC ACCOUNTANTS
A Professional Corporation

11770 Bernardo Plaza Court • Suite 210 San Diego, CA 92128-2424 (858) 487-8518 • Fax (858) 487-6794 borosfarrington@msn.com

#### SIPC SUPPLEMENTAL REPORT

Board of Directors Foresters Equity Services, Inc. and Subsidiary:

In accordance with Rule 17a-5(e)(4) under the Securities Exchange Act of 1934, we have performed the procedures enumerated below with respect to the accompanying General Assessment Reconciliation (Form SIPC-7) to the Securities Investor Protection Corporation (SIPC) for the year ended December 31, 2012, which were agreed to by Foresters Equity Services, Inc. and Subsidiary (the "Company") and the Securities and Exchange Commission, Financial Industry Regulatory Authority, Inc., and SIPC, solely to assist you and the other specified parties in evaluating the Company's compliance with the applicable instructions of the General Assessment Reconciliation (Form SIPC-7). The Company's management is responsible for the Company's compliance with those requirements. This agreed-upon procedures engagement was conducted in accordance with attestation standards established by the American Institute of Certified Public Accountants. The sufficiency of these procedures is solely the responsibility of those parties specified in this report. Consequently, we make no representation regarding the sufficiency of the procedures described below either for the purpose for which this report has been requested or for any other purpose. The procedures we performed and our findings are as follows:

- 1. Compared the listed assessment payments in Form SIPC-7 with respective cash disbursement records entries noting no differences;
- 2. Compared the amounts reported on the audited Form X-17A-5 for the year ended December 31, 2012, with the amounts reported in Form SIPC-7 for the year ended December 31, 2012 noting no differences;
- 3. Compared any adjustments reported in Form SIPC-7 with supporting schedules and working papers noting no differences;
- 4. Proved the arithmetical accuracy of the calculations reflected in Form SIPC-7 and in the related schedules and working papers supporting the adjustments noting no differences; and
- 5. Compared the amount of any overpayment applied to the current assessment with the Form SIPC-7 on which it was originally computed noting no differences.

We were not engaged to, and did not conduct an examination, the objective of which would be the expression of an opinion on compliance. Accordingly, we do not express such an opinion. Had we performed additional procedures, other matters might have come to our attention that would have been reported to you.

This report is intended solely for the information and use of the specified parties listed above and is not intended to be and should not be used by anyone other than these specified parties.

San Diego, California January 17, 2013

Boros & Farington APC

#### FORESTERS EQUITY SERVICES, INC. AND SUBSIDIARY

(A Wholly-owned Subsidiary of the Independent Order of Foresters)

# Determination of "SIPC Net Operating Revenues" General Assessment And Schedule of Payments Pursuant to SEC Rule 17a-5(e)(4)

#### Year Ended December 31, 2012

Total revenue	\$7,896,428
Deductions  Revenues from the distribution of shares of a registered open end investment company or unit investment trust, from the sale of variable annuities, from the business of insurance, from investment advisory services rendered to registered investment companies or insurance company separate accounts, and from transactions in security futures	(6,752,109)
Other revenue Service fees	(51,336)
SIPC net operating revenues	\$1,092,983
General assessment @ .0025	\$ 2,732
Less payments July 27, 2012 January 22, 2013	(456) (2,276)
Assessment balance due	\$